



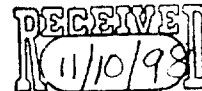
HERBALIFE INTERNATIONAL OF AMERICA, INC.
9800 La Cienega Blvd., Inglewood, CA 90301
Mailing Address: P.O. Box 80210, Los Angeles, CA 90080-0210
(310) 410-9600 • FAX: (310) 258-7124

8393 '98 NOV 18 P2:15

JOHN P. VENARDOS
Vice President, Regulatory Affairs
International Product Management

November 4, 1998

Office of Special Nutritionals (HFS-450)
Center For Food Safety and Applied Nutrition
FOOD & DRUG ADMINISTRATION
200 C Street, S.W.
Washington, D.C. 20204



Ref.: **K8 Dietary Supplement**

Dear Sir and/or Madam:

Pursuant to 21 CFR 101.93, please be advised that Herbalife International of America, Inc. has begun commercializing K8 dietary supplement in the United States.

K8 is labeled and promoted with statements provided for in section 403(r)(6) of the Federal Food, Drug, and Cosmetic Act.

LABEL

An Advanced Dietary Supplement for Relaxation.

K8 is a combination of natural herbs, including Kava Kava and Ashwagandha, as well as Calcium and is designed to help relax the body while contributing to a sense of well-being.

MINI PRODUCT BROCHURE LITERATURE

An Advanced Dietary Supplement for Relaxation.

K8 contains a blend of premium-quality herbs and is designed to soothe your nerves and help you relax. Kava Kava is thousands of years old, yet it is one of the hottest herbs on the market. We've taken it a step further by combining it with Ashwagandha, an herb known for its subtle calming properties. We also include the beneficial mineral Calcium.

- A combination of natural herbs, including Kava Kava and Ashwagandha, an Ayurvedic herb, designed to help relax the body and to promote feelings of well-being
- Each serving contains 150mg of Calcium to help build strong bones.
- Includes Bio-Absorption Complex-5, which helps the body absorb the beneficial properties of the herbs.

FACT SHEET

Description:

An Advanced Kava Kava Dietary Supplement for relaxation.

Features

Kava Kava

Ashwagandha

Calcium

Bio-Absorption Complex-5

Benefits:

Centuries-old herb valued for its soothing properties.

An herb that can help relax the body and promote feelings of well-being.

A mineral that can help build strong bones.

Helps the body absorb the beneficial properties of herbs.

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HERBALIFE TODAY NEWSLETTER

Nature's relaxation formula.

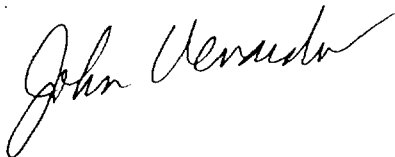
- A combination of natural herbs, including Kava Kava and Ashwagandha, an Ayurvedic herb, designed to help relax the body and increase your feelings of well-being.
- Each serving contains 150mg of Calcium to help build strong bones.
- Includes Bio-Absorption Complex-5, which helps the body absorb the beneficial properties of the herbs.

Product labeling prominently bears the required boxed statement, "These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease."



Herbalife International of America, Inc. certifies that the information contained in this notice is complete and accurate, and that the Company has substantiation that the foregoing statements are truthful and not misleading.

Please do not hesitate to advise should you have any questions.

Sincerely,



File: K8 Dietary Supplement

<p>Suggested Serving: Take one tablet up to three times a day as needed.</p> <p>K8 is a combination of natural herbs, including Kava Kava and Ashwagandha, as well as Calcium and is designed to help relax the body while contributing to a sense of well-being.</p> <p>Herbalife products are available only through Herbalife Independent Distributors.</p> <p>These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.</p> <p>30 day money back guarantee</p> <p>3051 US-001 © 1998 HERBALIFE INTERNATIONAL, INC., U.S.A.</p>	  K8 An Advanced Kava Kava Dietary Supplement for Relaxation 30 TABLETS	<p>THREE TABLETS PROVIDE:</p> <table><tr><td>KAVA KAVA EXTRACT</td><td>600 MG</td></tr><tr><td>ASHWAGANDHA EXTRACT</td><td>150 MG</td></tr><tr><td>CALCIUM</td><td>150 MG</td></tr><tr><td>BIO-ABSORPTION COMPLEX-5</td><td>69 MG</td></tr></table> <p>LECITHIN, ASCORBYL PALMITATE, PLANT CELLULOSE, ENZYME, CINNAMON POWDER AND BIOPERINE® (BLACK PEPPER EXTRACT).</p> <p>NOTICE: For adult use only. If you are under medical supervision, pregnant or nursing, consult with your physician before taking this product. Product can cause drowsiness. Discontinue use if drowsiness occurs. Do not drive a vehicle or operate machinery while using this product. Do not take concurrently with prescription pharmaceuticals.</p> <p>Formulated Exclusively For HERBALIFE INTERNATIONAL OF AMERICA, INC. Los Angeles, CA 90080-0710 U.S.A. • MADE IN U.S.A.</p>	KAVA KAVA EXTRACT	600 MG	ASHWAGANDHA EXTRACT	150 MG	CALCIUM	150 MG	BIO-ABSORPTION COMPLEX-5	69 MG
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K8

An advanced Kava Kava dietary supplement for relaxation.



K8 contains a blend of premium-quality herbs and is designed to soothe your nerves and help you relax. Kava Kava is thousands of years old, yet it is one of the hottest herbs on the market. We've taken it a step further by combining it with Ashwagandha, an herb known for its subtle calming properties. We also include the beneficial mineral Calcium.

- A combination of natural herbs, including Kava Kava and Ashwagandha, an Ayurvedic herb designed to help relax the body and promote feelings of well-being.
- Each serving contains 150 mg of Calcium to help build strong bones.
- Includes Bio-Absorption Complex-5, which helps the body absorb the beneficial properties of the herbs.

\$13.95

#3051 (case of 6)

#0213 (HAP or unit)

HERBALIFE Fact Sheet



PRODUCT NAME:	K8
SKU #:	3051 (case) 0213 (HAP or unit)
RETAIL PRICE:	U.S. \$9.95 (each)
VOLUME POINTS:	8.00
SIZE:	30 tablets per bottle
PACKAGING:	6 bottles per case
DESCRIPTION:	An advanced Kava Kava dietary supplement for relaxation period.
FEATURES:	BENEFITS:
Kava Kava	Centuries-old herb valued for its soothing properties.
Ashwagandha	An herb that can help relax the body and promote feelings of well-being.
Calcium	A mineral that can help build strong bones.
Bio-Absorption Complex-5	Helps the body absorb the beneficial properties of the herbs.
USER:	Adults
USAGE:	Take one tablet up to three times a day as needed.
CROSS-SELL:	K8 can be used in conjunction with the Thermojetics® Weight-Management Program and Herbalife's entire line of nutritional products.
COLLATERAL MATERIAL:	<i>New Products Brochure</i>

NEW PRODUCT

US Edition No. 049

HERBALIFE.

TODAY

NEWS FOR BUSINESS BUILDING

■
*"I don't encounter 'obstacles'
in life. I prefer to think of
them as challenges!"*

—Mark Hughes
■

Five New Herbal-Based Products

continued from page 1

throats, cold and flu symptoms. And we've made it easy for customers to triple their health protection with our Immune-Support Kit, which combines Zinc & Echinacea Lozenges, Super Echinacea + and Herbal Throat Spray in one convenient package.

Get familiar with these products so you can share them with customers and prospects. Winter is quickly approaching, which makes this the ideal time to let everyone know about our new seasonal product line. So get the word out—and you'll see a healthy return on your efforts!

Zinc & Echinacea Throat Lozenges

Dietary supplement for a healthy throat.



- Includes Echinacea, an herb known for its immune-supporting actions.
- Contains Zinc, an essential mineral that helps keep the body's enzyme systems healthy.
- Great tasting honey-lemon flavor.
#1135 (case of 6) \$5.95
#0208 (HAP or unit)

Super Echinacea +

Immune-support formula.

- Contains carefully selected herbs that may help you feel better and may help support your immune system.
- Includes Echinacea Extract, a North American herb used by Native



Americans to promote well-being.

#1523 (case of 6) \$16.95

#0207 (HAP or unit)

Herbalife continues to provide products that help fight common health concerns and also improve the lives of customers, and move your business forward.

Herbal Throat Spray

Homeopathic Throat Medication.

- This therapeutic product is formulated with ingredients that are listed in the homeopathic pharmacopoeia.
- Includes a powerful blend of Echinacea, Kava Kava, Thyme and Club Moss.



- Temporarily eases sore-throat pain, discomfort or hoarseness.
- Cool peppermint flavor.
- Convenient spray applicator.
#3048 (case of 6) \$6.95
#0211 (HAP or unit)

Immune-Support Kit

Triple protection against seasonal discomforts.

- Includes Zinc & Echinacea Throat Lozenges, Super Echinacea + and Herbal Throat Spray in a convenient kit.
- Contains a powerful blend of carefully selected herbal ingredients that may help you feel better.
- Temporarily eases sore throat pain, discomfort or hoarseness.
#2009 (case of 6) \$29.85
#0230 (HAP or unit)

Complementing our seasonal line, we've formulated additional products that are inspired by Mother Nature and include ingredients that are renowned for their health benefits.

Mega Garlic Plus

A dietary supplement.



- Derived from the world's best garlic.
- Includes a synergistic selection of herbs that complement garlic's healthy actions.
- Has no aftertaste.
#3050 (case of 6) \$18.95
#0212 (HAP or unit)



K8

Nature's relaxation formula.

- A combination of natural herbs, including Kava Kava and Ashwagandha, an Ayurvedic herb designed to help relax the body and increase your feelings of well-being.
- Each serving contains 150 mg of Calcium to help build strong bones.
- Includes Bio-Absorption Complex-5, which helps the body absorb the beneficial properties of the herbs.
#3051 (case of 6) \$13.95
#0213 (HAP or unit)